

Northern Communications and Solutions for Municipalities

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Northern Canadians Prosper and Thrive in a Highly Connected North

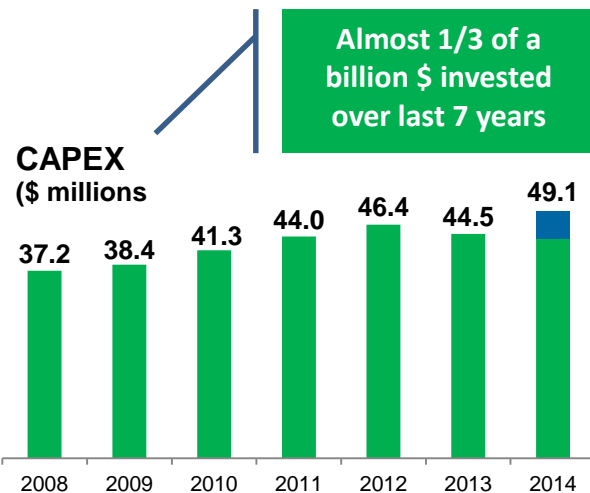


A leading economic and social contributor to the North

Investment

Major outputs each year stimulate territorial and local economies

- ~ **\$49 million** in capital expenditures
- ~ **\$52 million** in salaries, benefits and other compensation
- ~ **\$50 million** in goods and services purchased



April 5, 2016

Employment

One of the North's top 5 private employers

#1 employer of permanent residents

~**560 employees**

~190 management

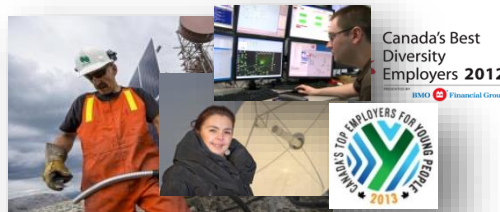
~370 unionized

Highly skilled and trained

Technicians, planners, installers, customer care specialists

Diverse workforce

>10% are Aboriginal



Community

\$1 million from **Bell Let's Talk** to support mental health in Canada's territories

~**\$700,000 invested each year** for sponsorships and events, including cultural, health and sports initiatives



Restricted & Confidential

Modernization Plan: What we accomplished

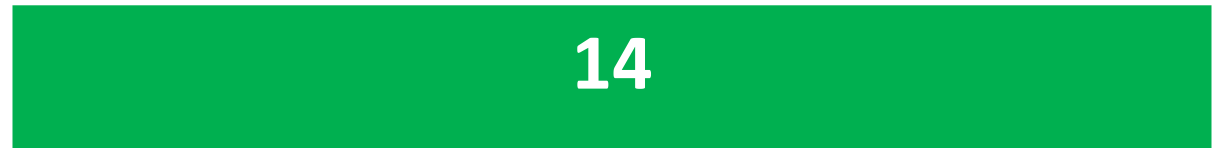
- 2017 is the last year of our five year \$280million modernization plan
- Driven value for consumers and businesses across the North, particularly in Internet and 4G Wireless
- Post 2017 investments will continue at the same levels

Modernization Plan: What we accomplished

High Speed
Internet
Terrestrial
(>15 Mbps)



High Speed
Internet -
Satellite

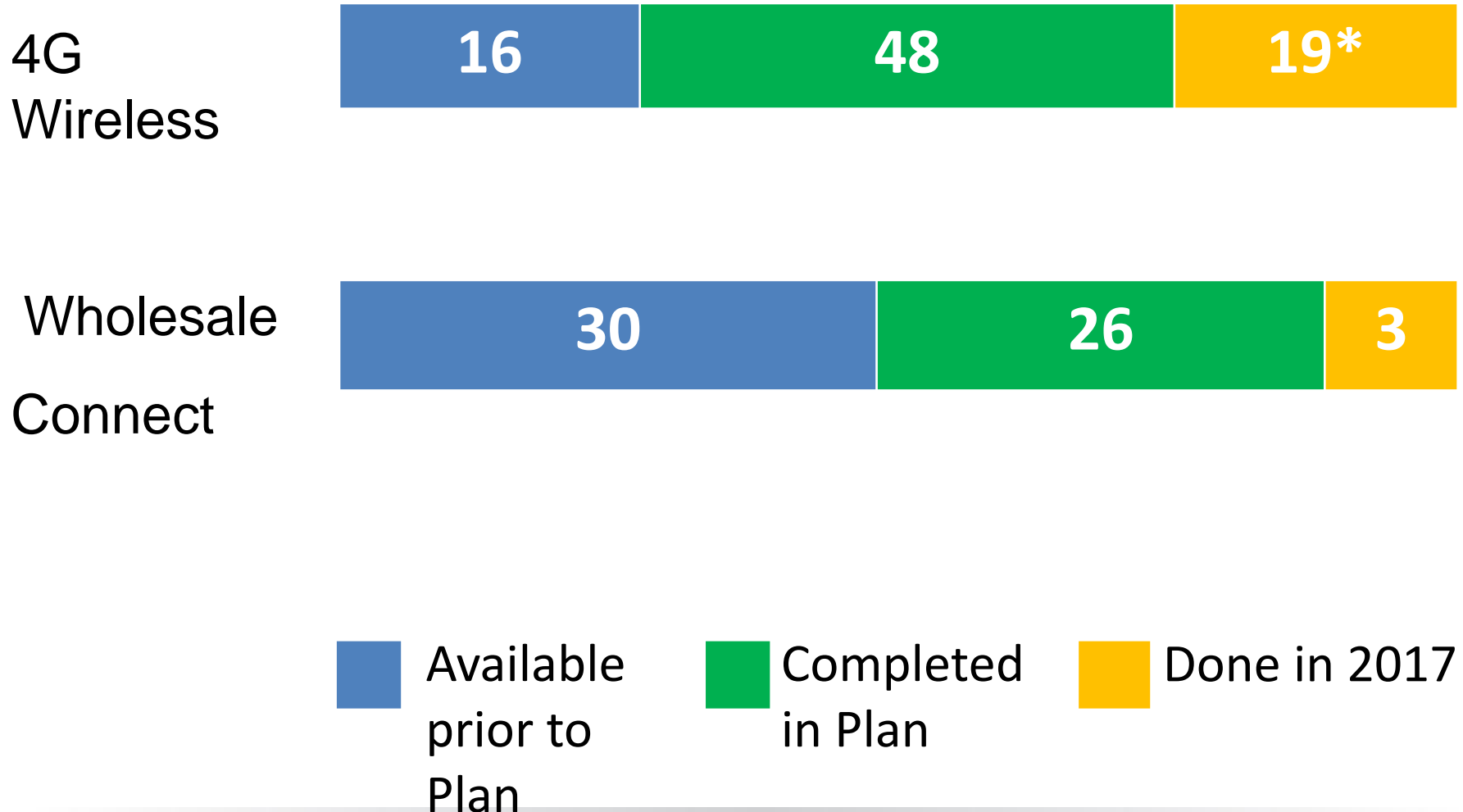


Completed
in Plan



Done in 2017

Modernization Plan: What we accomplished

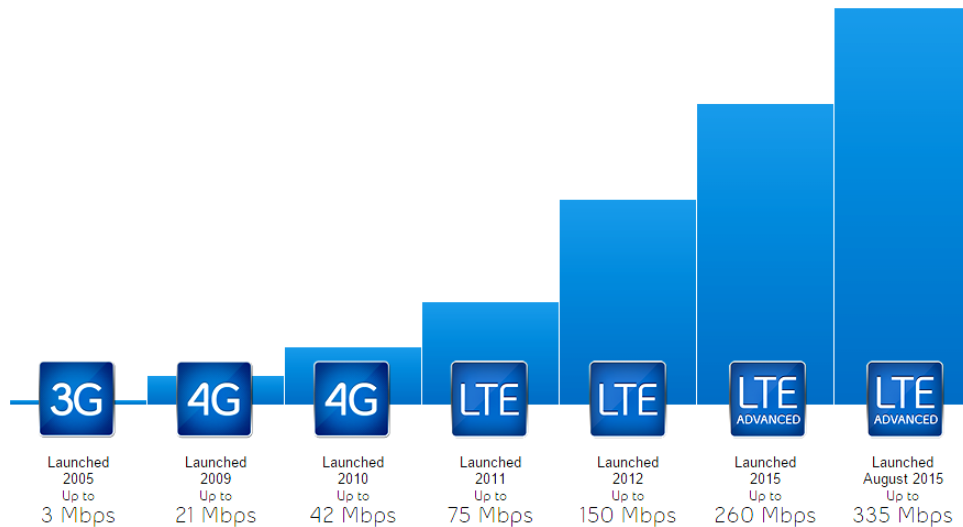


Investing in Internet



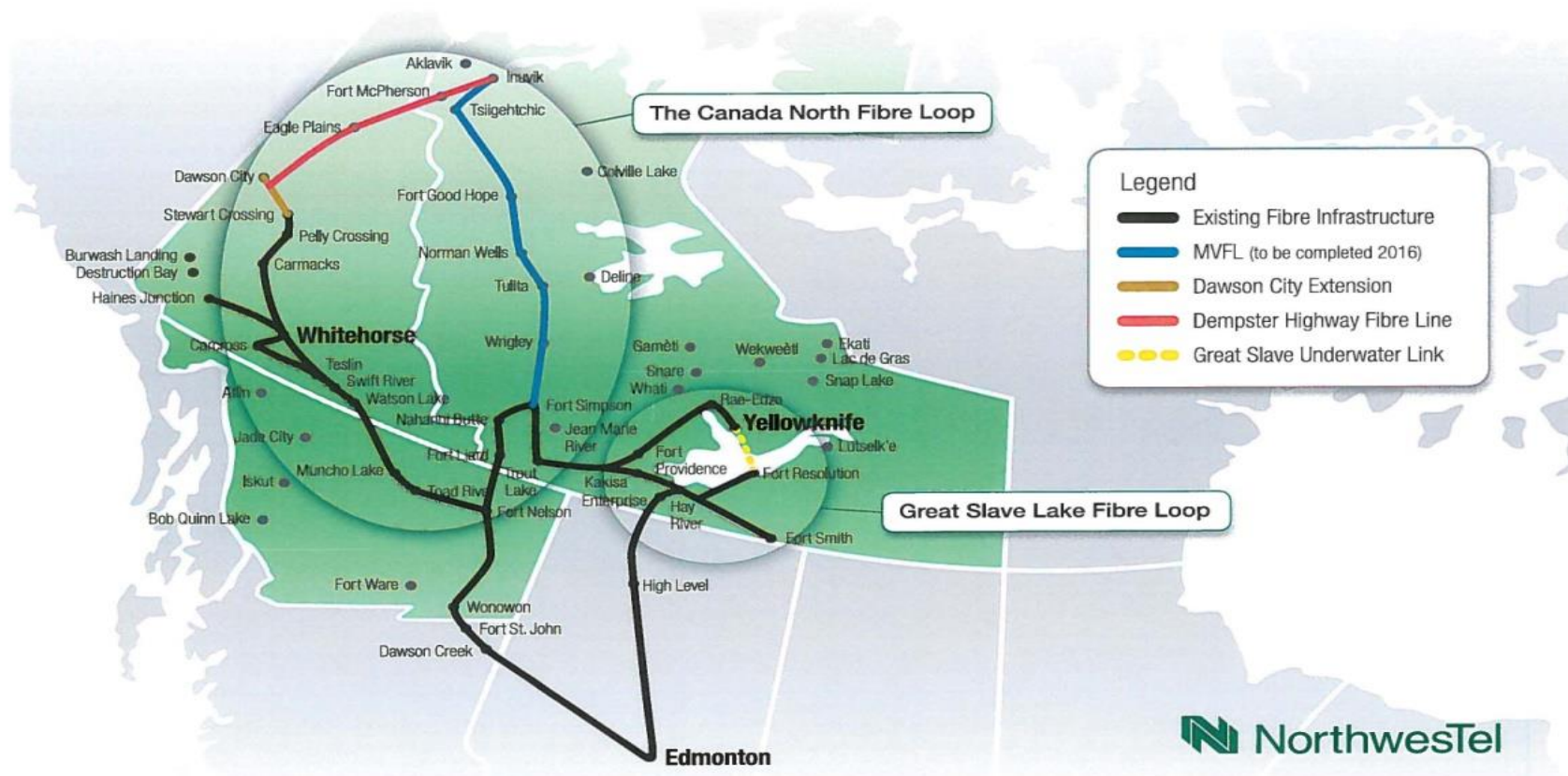
- 150 Mbps service in Yellowknife will grow in 2017
- 59 communities across the North have 15 Mbps
- Higher caps to go with higher speeds
- Unlimited Options expanding

Investing in 4G



- **94% of the NWT population now has access to 4G wireless**
- Customers, clients, tourists –more people can now connect with your business

Building a more connected North



Service and Support

- Same day Next day repair for business customers
- Streamlined phone menu options to get you to the right person the first time
 - Call center focused on small business
 - Dedicated sales representatives
- Proactive right sizing
 - 70% of businesses are not on the biggest package
 - 20% experience overages at least some months

Optimized Internet



- A single dedicated Internet connection customized to meet **your** business needs
- Select the total bandwidth you require, and customize your upload and download speeds to better leverage cloud based applications
- **Unlimited**
- As a Platform Wired communities

Optimized Internet – As a Platform



- Data Centers
 - Cloud based applications
 - Online colaboration
 - Wired Communities and Public Wifi
 - Online promotion into a growing tourism market
-
- What can others do with your community once you have unlimited Internet
 - Online training (MACA)
 - Discussion moves away from Internet cost and back to programs

Collaboration Tools

- Collaborate with anyone at anytime
- Affordable, high quality video, web and audio conferencing
- Improve real-time collaboration across and between organizations
- Cut travel and administrative costs
- Solve problems and brainstorm opportunities to drive results



Voice Solutions



- Cost effective, with low up front investment
- Traditional and VOIP functionality
- Ability to integrate with your cell phones and office applications



Thank-you!

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